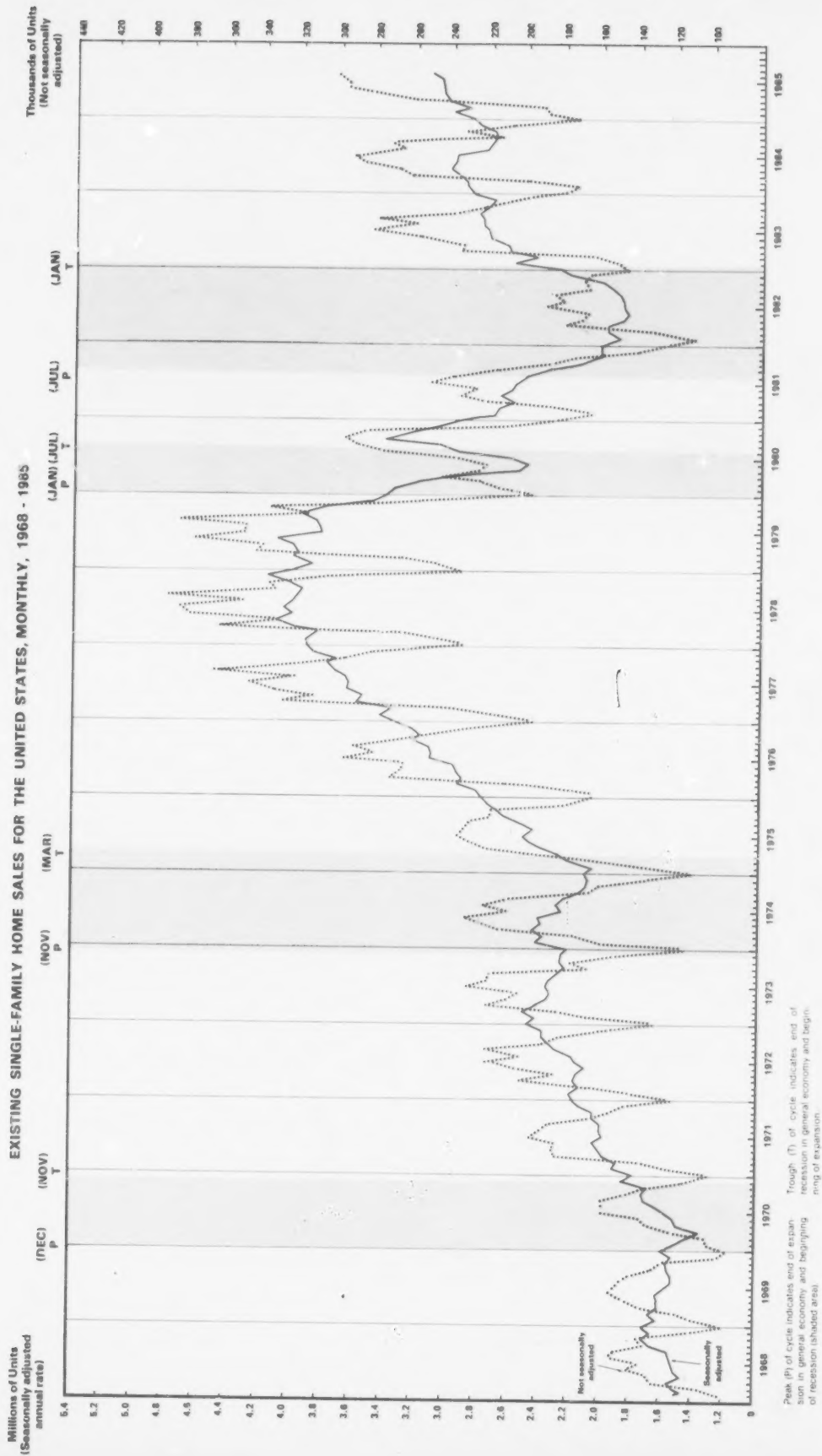




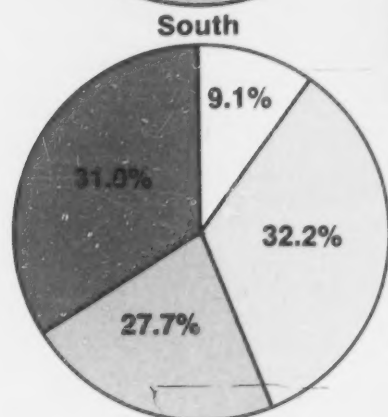
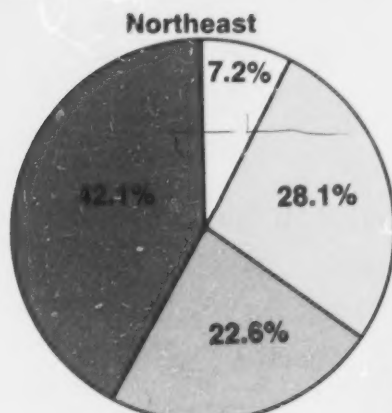
SALES PRICE

SALES PRICE OF EXISTING SINGLE-FAMILY HOMES
(Not Seasonally Adjusted)

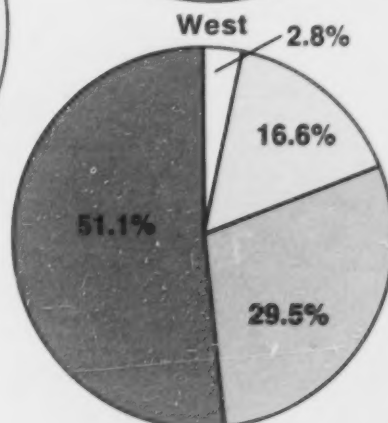
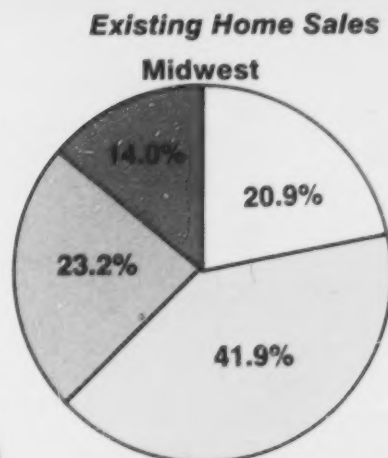
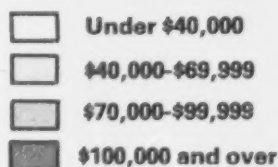
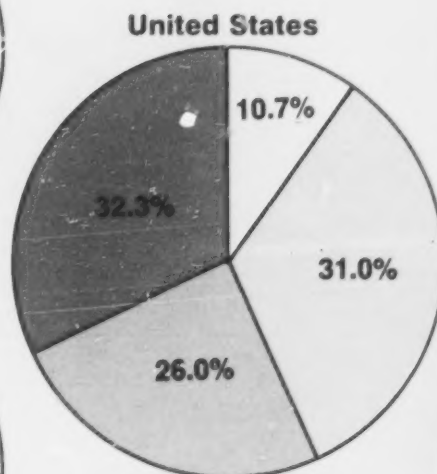
Year	United States	Northeast	Midwest	South	West
Median					
1978	\$48,700	\$47,900	\$42,200	\$45,100	\$66,700
1979	55,700	53,600	47,800	51,300	77,400
1980	62,200	60,800	51,900	58,300	89,300
1981	66,400	63,700	54,300	64,400	96,200
1982	67,800	63,500	55,100	67,100	98,900
1983	70,300	72,200	56,600	69,200	94,900
1984	72,400	78,700	57,100	71,300	95,800
1984 Jul	\$74,200	\$80,700	\$58,700	\$72,400	\$96,000
Aug	73,500	81,300	56,700	72,300	96,600
Sep	71,900	78,400	56,100	71,400	95,000
Oct	71,900	81,700	55,000	70,200	98,000
Nov	71,900	82,000	55,200	70,900	93,200
Dec	72,100	81,500	55,600	71,400	93,500
1985 Jan	\$73,800	\$86,600	\$57,500	\$71,800	\$95,600
Feb	73,500	85,900	58,700	72,300	92,800
Mar	74,200	87,200	58,600	73,400	91,900
Apr	74,500	88,500	58,400	73,700	94,400
May	75,000	88,800	58,800	73,900	94,500
Jun ^r	76,200	89,600	60,600	75,600	93,800
Jul ^p	77,900	87,300	60,700	78,000	100,700
Average (Mean)					
1978	\$55,500	\$55,200	\$45,700	\$51,300	\$75,500
1979	64,200	63,300	51,600	59,000	89,400
1980	72,800	71,700	56,300	67,700	104,700
1981	78,300	76,000	58,900	75,400	111,400
1982	80,500	75,400	60,700	78,700	114,200
1983	83,100	85,400	62,900	81,500	111,000
1984	86,000	94,800	63,700	84,000	112,700
1984 Jul	\$87,900	\$98,000	\$66,400	\$85,000	\$113,700
Aug	87,600	97,800	63,700	85,900	114,700
Sep	85,400	95,000	62,300	83,500	112,400
Oct	86,200	98,400	61,600	82,400	116,300
Nov	85,100	97,800	62,200	83,200	109,100
Dec	85,900	97,900	63,000	84,000	111,100
1985 Jan	\$87,700	\$102,800	\$64,700	\$84,700	\$112,200
Feb	87,200	102,800	65,300	84,500	109,600
Mar	88,600	105,700	65,300	86,400	110,200
Apr	89,700	107,100	65,100	86,800	114,300
May	90,100	109,100	66,100	87,000	113,100
Jun ^r	91,500	110,400	67,500	89,100	113,100
July ^p	94,200	107,800	68,500	92,200	121,400

r Revised

p Preliminary



SALES BY PRICE CLASS JULY



SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS (Percentage Distribution)

Price Class	Jul 1981	Jul 1982	Jul 1983	Jul 1984 ^r	Jul 1985 ^p
\$19,999 or under	2.9	2.7	1.7	2.0	1.7
\$20,000-\$29,999	5.4	4.4	3.2	3.3	3.0
\$30,000-\$39,999	9.2	8.3	7.2	6.7	6.0
\$40,000-\$49,999	11.5	11.6	10.6	9.7	8.8
\$50,000-\$59,999	12.3	12.2	12.8	11.9	10.8
\$60,000-\$69,999	11.5	11.7	12.2	11.8	11.4
\$70,000-\$79,999	9.9	9.9	12.1	10.9	10.4
\$80,000-\$89,999	7.9	8.2	9.0	8.9	9.0
\$90,000-\$99,999	6.3	6.1	6.1	6.8	6.6
\$100,000-\$119,999	7.5	8.2	8.4	8.6	9.0
\$120,000-\$159,999	9.0	9.3	9.2	10.3	11.7
\$160,000-\$199,999	3.2	3.6	3.5	4.3	5.2
\$200,000-\$249,999	1.8	2.1	1.9	2.3	2.9
\$250,000 and over	1.6	1.7	2.1	2.5	3.5
Total	100.0	100.0	100.0	100.0	100.0
Median Price	\$67,500	\$69,200	\$71,800	\$74,200	\$77,900

^r Revised

^p Preliminary

**SALES OF EXISTING SINGLE-FAMILY HOMES
BY PRICE CLASS
JULY 1985
(Percentage Distribution)**

Price Class	United States	Northeast	Midwest	South	West
\$19,999 or under	1.7	1.1	3.3	1.4	0.5
\$20,000-\$29,999	3.0	2.1	6.2	2.2	0.7
\$30,000-\$39,999	6.0	4.0	11.4	5.5	1.6
\$40,000-\$49,999	8.8	6.9	13.6	9.5	2.8
\$50,000-\$59,999	10.8	10.3	14.4	11.1	5.8
\$60,000-\$69,999	11.4	10.9	13.9	11.6	8.0
\$70,000-\$79,999	10.4	9.1	10.9	10.9	9.7
\$80,000-\$89,999	9.0	7.5	7.7	9.6	11.0
\$90,000-\$99,999	6.6	6.0	4.6	7.2	8.8
\$100,000-\$119,999	9.0	8.2	5.3	9.7	13.4
\$120,000-\$159,999	11.7	16.5	5.2	11.5	16.8
\$160,000-\$199,999	5.2	8.1	1.9	4.8	8.0
\$200,000-\$249,999	2.9	4.1	0.9	2.2	6.1
\$250,000 and over	3.5	5.2	0.7	2.8	6.8
Total	100.0	100.0	100.0	100.0	100.0
Median Price	\$77,900	\$87,300	\$60,700	\$78,000	\$100,700

**SALES OF EXISTING SINGLE-FAMILY HOMES
BY NUMBER OF BEDROOMS
JULY 1985
(Percentage Distribution)**

Number of Bedrooms	United States	Northeast	Midwest	South	West
2 Bedrooms or less	16.5	13.4	19.5	13.7	19.4
3 Bedrooms	53.8	48.4	55.7	56.8	49.0
4 Bedrooms or more	29.7	38.3	24.7	29.5	31.6
Total	100.0	100.0	100.0	100.0	100.0

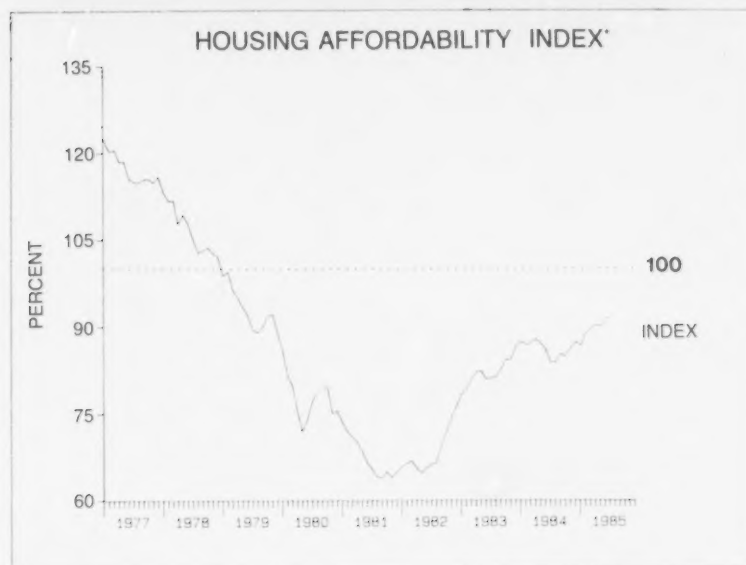
**MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES
FOR THE UNITED STATES BY NUMBER OF BEDROOMS**

Number of Bedrooms	Jul 1981	Jul 1982	Jul 1983	Jul 1984 ^r	Jul 1985 ^p
2 Bedrooms or less	\$48,800	\$47,700	\$51,900	\$ 53,300	\$53,300
3 Bedrooms	\$65,100	\$64,800	\$68,100	\$ 69,900	\$71,300
4 Bedrooms or more	\$95,500	\$96,300	\$97,800	\$102,300	\$104,500
All Homes	\$67,500	\$69,200	\$71,800	\$ 74,200	\$77,900

r Revised

p Preliminary

HOUSING AFFORDABILITY



Year	Median-Priced Existing Single-Family Home	Mortgage Rate**	Monthly P & I Payment	Payment as % Income	Median Family Income	Qualifying Income***	Affordability Index
1978	\$48,700	9.58%	\$330	22.4%	\$17,640	\$15,834	111.4
1979	55,700	10.92	422	25.7	19,680	20,240	97.2
1980	62,200	12.95	549	31.3	21,023	26,328	79.9
1981	66,400	15.12	677	36.3	22,388	32,485	68.9
1982	67,800	15.38	702	35.9	23,433	33,713	69.5
1983	70,300	12.85	616	30.1	24,580	29,546	83.2
1984	72,400	12.49	618	28.2	26,300	29,650	88.7
1984							
Jul	\$74,200	12.53%	\$635	29.8%	\$25,583	\$30,476	83.9
Aug	73,500	12.75	639	29.8	25,727	30,671	83.9
Sep	71,900	12.91	632	29.3	25,870	30,348	85.2
Oct	71,900	13.04	638	29.4	26,013	30,628	84.9
Nov	71,900	12.89	631	29.0	26,157	30,305	86.3
Dec	72,100	12.77	628	28.6	26,300	30,130	87.3
1985							
Jan	\$73,800	12.61%	\$635	28.8%	\$26,421	\$30,487	86.7
Feb	73,500	12.39	623	28.1	26,542	29,882	88.8
Mar	74,200	12.19	619	27.9	26,662	29,725	89.7
Apr	74,500	12.11	618	27.7	26,783	29,669	90.3
May	75,000	12.11	622	27.8	26,904	29,868	90.1
Jun ^r	76,200	11.76	616	27.3	27,025	29,559	91.4
Jul ^p	77,900	11.48	616	27.2	27,146	29,578	91.8

r Revised

p Preliminary

* Index equals 100 when median family income equals qualifying income.

** Effective rate on loans closed on existing homes—Federal Home Loan Bank Board.

*** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent downpayment.

CONDO AND CO-OP SALES

APARTMENT CONDO AND CO-OP SALES (Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1978		213,000	60,000	54,000	57,000	42,000
1979		221,000	61,000	56,000	61,000	44,000
1980		186,000	52,000	46,000	55,000	37,000
1981		153,000	45,000	33,000	46,000	28,000
1982		130,000	45,000	26,000	39,000	20,000
1983		205,000	79,000	41,000	54,000	31,000
1984		230,000	96,000	45,000	55,000	34,000
1984	II	238,000	106,000	47,000	54,000	31,000
	III	247,000	109,000	47,000	56,000	35,000
	IV	218,000	93,000	42,000	52,000	31,000
1985	I	231,000	99,000	46,000	57,000	30,000
	II ^r	257,000	126,000	46,000	60,000	24,000

TOTAL EXISTING HOME SALES SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS (Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1978		4,199,000	576,000	1,198,000	1,473,000	954,000
1979		4,049,000	587,000	1,117,000	1,414,000	931,000
1980		3,159,000	455,000	848,000	1,147,000	709,000
1981		2,572,000	398,000	665,000	963,000	544,000
1982		2,120,000	399,000	516,000	819,000	386,000
1983		2,924,000	572,000	750,000	1,089,000	512,000
1984		3,098,000	607,000	800,000	1,128,000	563,000
1984	II	3,200,000	630,000	830,000	1,170,000	580,000
	III	3,010,000	620,000	780,000	1,080,000	540,000
	IV	3,030,000	600,000	770,000	1,100,000	550,000
1985	I	3,210,000	660,000	830,000	1,190,000	530,000
	II ^r	3,300,000	700,000	870,000	1,170,000	560,000

Components may not agree with totals due to rounding.

r Revised

STATE AND METROPOLITAN AREA DATA

TOTAL EXISTING HOME SALES FOR EACH STATE SINGLE-FAMILY, APARTMENT CONDOS and CO-OPS (Units in Thousands)

	Years			Quarters (Seasonally Adjusted Annual Rate)				
	1982	1983	1984	1984			1985	
				II	III	IV	I	II*
Alabama	31.9	41.8	53.3	53.3	58.1	54.1	48.4	57.1
Alaska	7.7	12.1	9.2	10.6	9.4	7.4	9.2	10.8
Arizona	37.9	50.7	59.8	61.1	65.0	54.7	57.3	69.9
Arkansas	31.3	43.0	43.4	44.6	41.2	43.2	43.4	46.2
California*	233.8	343.2	382.1	433.1	353.2	372.6	355.5	395.7
Colorado	38.4	46.1	47.1	51.4	47.5	41.7	45.9	47.5
Connecticut	21.3	37.8	44.5	49.2	42.9	45.8	51.7	55.0
Delaware	7.3	9.3	10.0	9.6	9.6	10.8	11.3	11.9
District of Columbia	5.5	7.5	7.8	7.8	7.4	7.9	9.2	9.4
Florida	100.3	127.7	137.6	152.5	130.3	134.3	127.2	138.2
Georgia	35.8	51.0	60.1	62.1	45.8	57.7	82.0	61.1
Hawaii	4.1	7.8	7.0	7.0	7.0	9.3	6.0	7.1
Idaho	9.3	11.3	12.3	12.5	11.3	14.4	11.1	11.1
Illinois	80.0	115.3	122.5	123.9	118.1	127.8	124.0	125.9
Indiana	41.4	57.2	64.5	66.2	60.4	63.9	65.8	70.0
Iowa	28.6	39.1	41.9	44.3	40.4	41.1	33.2	40.8
Kansas	33.4	49.3	49.8	52.9	48.0	43.3	47.3	47.3
Kentucky	37.1	56.5	57.3	55.8	54.9	58.3	59.5	51.1
Louisiana	45.7	63.0	50.3	49.4	50.8	49.4	40.5	47.4
Maine	14.8	21.0	23.3	24.6	23.8	23.3	24.4	26.6
Maryland	43.8	60.8	66.8	67.3	65.8	67.1	72.1	72.7
Massachusetts	42.5	65.0	66.5	70.1	64.9	69.3	74.5	72.0
Michigan	94.8	135.1	139.4	142.5	140.1	138.7	128.5	164.4
Minnesota	44.3	58.6	65.5	69.8	63.5	60.3	68.5	75.9
Mississippi	23.0	32.6	32.0	31.6	30.5	33.2	28.8	33.5
Missouri	48.4	72.1	81.0	82.8	81.6	75.4	82.3	85.3
Montana	9.3	12.4	12.4	12.0	10.1	13.2	10.5	10.8
Nebraska	16.6	24.6	24.9	24.8	25.7	25.0	20.3	24.4
Nevada	8.2	10.2	9.4	9.6	9.2	8.8	9.1	9.9
New Hampshire	7.9	15.2	16.9	20.4	15.0	12.2	19.6	19.4
New Jersey	73.0	112.9	119.7	120.5	120.3	121.6	127.3	136.3
New Mexico	15.9	18.3	19.1	19.9	19.2	19.3	14.0	18.5
New York	120.9	148.5	148.9	153.8	152.1	144.1	159.4	174.5
North Carolina	70.0	93.0	103.2	106.1	97.3	105.0	120.5	115.7
North Dakota	6.4	9.4	10.0	11.1	9.9	9.3	8.9	8.2
Ohio	83.0	129.1	138.3	142.9	128.3	143.1	149.0	149.0
Oklahoma	52.1	64.7	51.9	55.0	48.7	46.9	46.1	48.3
Oregon	24.4	34.4	35.7	20.1	34.4	42.7	43.5	21.4
Pennsylvania	106.7	156.9	170.4	170.3	171.5	168.5	183.8	198.1
Rhode Island	6.2	8.8	11.0	10.7	13.2	11.4	9.0	12.2
South Carolina	30.2	39.7	46.0	48.9	43.3	46.5	49.0	51.8
South Dakota	8.6	13.3	11.8	10.1	11.4	13.6	11.4	11.4
Tennessee	46.8	71.1	78.7	78.8	74.6	81.7	83.7	90.0
Texas	165.3	191.1	196.7	249.1	213.3	202.8	192.5	198.2
Utah	12.5	14.7	15.0	16.6	13.9	15.2	14.3	17.3
Vermont	6.0	7.4	8.2	9.2	8.3	7.6	8.4	8.8
Virginia	71.3	103.1	98.1	97.0	88.1	99.7	115.8	104.7
Washington	33.7	44.9	44.9	47.8	42.0	39.8	43.6	41.0
West Virginia	21.9	32.2	34.6	36.2	34.1	33.9	34.7	37.2
Wisconsin	36.0	53.8	56.0	59.5	55.1	48.5	55.1	66.8
Wyoming	5.1	5.5	6.2	7.4	5.8	6.1	5.3	6.9

* Provided by the California Association of REALTORS®

† Revised

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*

(Not Seasonally Adjusted in Thousands of Dollars)

	Years			Quarters				
	1982	1983	1984	1984				1985
				II	III	IV	I	II'
Albany/Schenectady/ Troy	\$47.1	\$49.4	\$52.9	\$53.4	\$52.4	\$53.8	\$56.0	\$61.5
Akron	n/a	n/a	50.4	51.2	51.3	48.3	50.9	52.2
Orange County (Anaheim/Santa Ana MSA**)	133.0	134.9	133.7	135.1	134.9	130.6	132.1	135.2
Atlanta	55.3	63.0	66.2	63.9	64.6	68.5	73.5	72.0
Baltimore	62.0	n/a	66.1	67.7	65.2	66.6	67.6	71.9
Birmingham	60.6	62.8	65.1	65.7	66.6	61.7	62.0	65.0
Boston	80.2	82.6	100.0	95.6	102.0	104.8	108.6	131.0
Buffalo/Niagara Falls	n/a	n/a	44.8	45.8	44.4	42.9	46.9	47.0
Chicago	73.0	76.4	79.5	80.3	77.5	77.8	78.8	81.8
Cincinnati	n/a	57.2	58.9	59.7	59.6	57.2	59.6	61.1
Cleveland	n/a	n/a	62.7	62.9	65.4	61.4	63.2	66.4
Columbus	57.8	59.4	59.9	61.1	60.4	57.4	59.0	61.4
Dallas/Ft. Worth	74.0	76.0	82.2	84.3	83.4	80.0	86.6	87.1
Denver	76.2	78.3	82.7	82.4	85.0	82.7	82.4	83.7
Detroit	47.5	47.5	48.5	49.6	48.0	47.9	51.3	51.0
Ft. Lauderdale/Hollywood/ Pompano Beach	74.2	73.9	73.1	71.4	76.0	73.5	71.0	73.3
Hartford	n/a	n/a	87.4	85.4	90.2	91.7	90.2	97.2
Houston	77.2	79.9	77.6	77.6	79.6	74.8	78.6	76.2
Indianapolis	50.6	52.8	53.1	55.5	54.2	51.5	52.5	55.4
Jacksonville	n/a	n/a	55.7	55.4	57.8	56.4	55.3	58.8
Kansas City	58.1	58.8	59.1	59.6	57.6	58.9	62.9	63.0
Los Angeles Area**	113.4	112.7	115.3	117.0	115.3	114.5	114.3	116.9
Louisville	46.0	47.4	48.9	49.3	49.5	48.3	50.4	51.0
Memphis	59.3	61.6	64.1	64.4	65.2	64.5	64.5	63.8
Miami/Hialeah	n/a	n/a	79.5	78.7	82.1	77.8	73.4	84.0
Milwaukee	65.8	68.0	68.2	68.1	69.6	64.1	66.6	68.7
Minneapolis/St. Paul	72.4	73.6	74.0	73.8	75.1	73.6	74.2	75.2
Nashville	n/a	61.0	62.9	63.9	64.0	62.8	64.7	66.0
New York/Northern New Jersey/Long Island	70.5	88.9	105.3	105.4	106.9	107.7	125.0	130.4
Oklahoma City	58.4	61.6	63.9	65.4	63.6	64.4	63.2	65.5
Orlando	n/a	n/a	70.1	70.1	73.7	69.7	67.3	71.9
Philadelphia	58.1	59.6	60.3	62.0	59.8	59.5	64.9	66.7
Phoenix	n/a	n/a	74.7	75.8	76.3	74.3	74.1	73.9
Portland	n/a	n/a	62.9	64.1	63.1	62.7	61.9	60.6
Providence	49.7	54.7	59.6	60.8	61.4	59.3	63.0	65.5
Rochester	49.5	54.8	59.7	60.3	62.1	60.4	60.3	64.0
St. Louis	57.0	58.9	61.8	62.4	64.4	61.9	60.8	65.7
Salt Lake City/Ogden	64.6	64.3	65.8	65.1	67.1	66.7	63.9	67.1
San Antonio	58.3	62.6	67.5	68.7	71.6	62.6	66.1	68.1
San Diego**	98.6	98.9	100.2	98.9	102.9	104.9	101.2	104.3
San Francisco Bay Area**	124.9	129.5	129.9	130.5	132.6	130.4	n/a	134.5
Santa Clara County (San Jose MSA)**	122.6	127.6	123.1	124.0	121.6	119.0	n/a	128.0
Syracuse	n/a	n/a	50.7	51.0	52.4	50.4	53.7	56.8
Tampa/St. Petersburg/ Clearwater	53.9	55.5	58.4	58.2	60.8	58.6	53.1	58.3
Tulsa	n/a	n/a	67.3	66.6	69.4	69.8	69.8	68.0
Washington, D.C.	87.2	89.4	93.0	95.5	92.9	91.7	94.9	97.5

n/a Not Available

*All areas are metropolitan statistical areas (MSA) as defined by the U.S. Office of Management and Budget. They include the named central city and surrounding suburban areas.

** Provided by the California Association of REALTORS®

Revised



MONTHLY REPORT

existing home sales

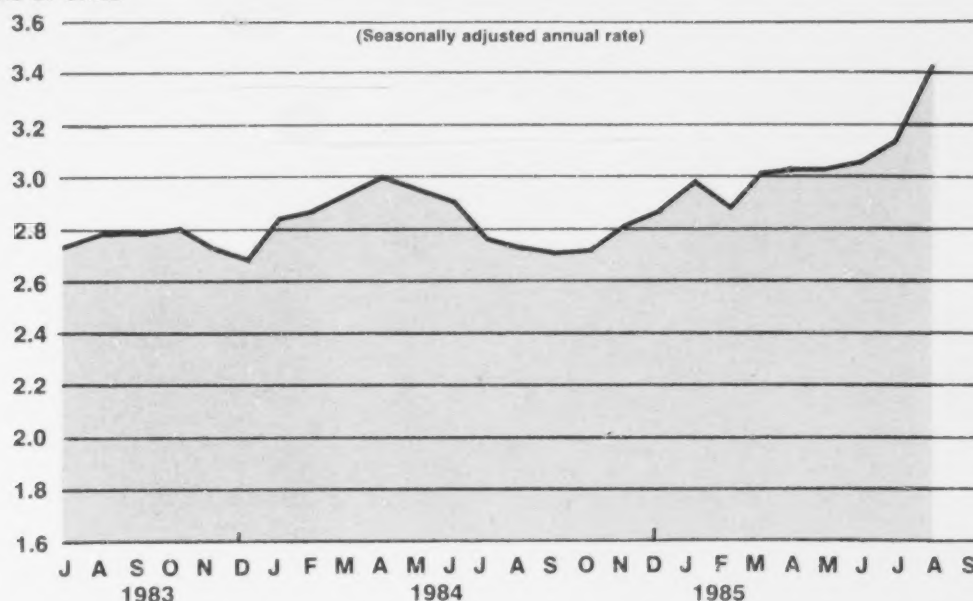
NATIONAL ASSOCIATION OF REALTORS®

• ECONOMICS AND RESEARCH DIVISION

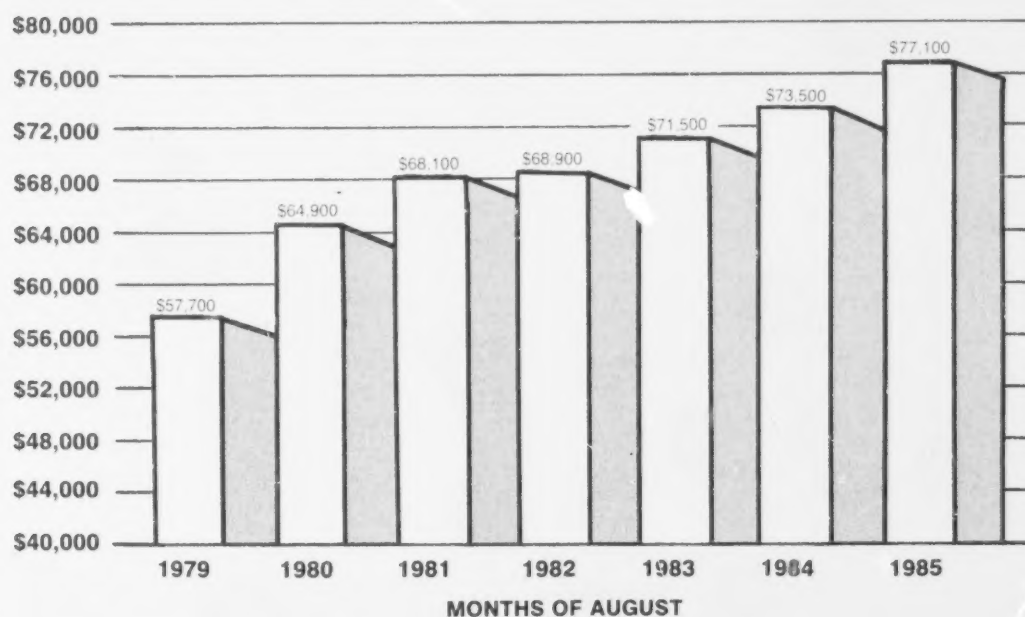
September, 1985

EXISTING SINGLE-FAMILY HOME SALES FOR THE UNITED STATES

Millions of Units



MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES IN THE UNITED STATES FOR THE MONTH OF AUGUST 1979—1985



SURVEY DESCRIPTION

Publication 1. "Existing Home Sales" is a monthly publication of the NATIONAL ASSOCIATION OF REALTORS®.

Coverage 2. Each month the REALTORS® Economics and Research Division receives data on existing single-family home sales from over 275 Boards of REALTORS® and multiple listing systems. In 1983 data on over 1,180,000 existing single-family homes were received and processed.

3. Participating Boards are situated in every region of the country and provide wide geographic coverage of the existing home market. While almost all are located in, or adjacent to, standard metropolitan statistical areas, comparisons of their sales reports with data from the Annual Housing Survey show that, as a group, their experience is representative of the sales activity and prices that generally prevail in each region of the country.

Regions 4. Statistics on sales volume and price are published for the U.S. and for the four standard Census regions of the country. States contained in each region are as follows:

NORTHEAST

Connecticut
Maine
Massachusetts
New Hampshire
New Jersey
New York
Pennsylvania
Rhode Island
Vermont

SOUTH

Alabama
Arkansas
Delaware
Dist. of Columbia
Florida
Georgia
Kentucky
Louisiana
Maryland
Mississippi
North Carolina
Oklahoma
South Carolina
Tennessee
Texas
Virginia
W. Virginia

MIDWEST

Illinois
Indiana
Iowa
Kansas
Michigan
Minnesota
Missouri
Nebraska
North Dakota
Ohio
South Dakota
Wisconsin

WEST

Alaska
Arizona
California
Colorado
Hawaii
Idaho
Montana
Nevada
New Mexico
Oregon
Utah
Washington
Wyoming

5. Regional weights have been developed to represent the estimated importance of each region in the national existing home market. These weights are based on the regional distribution of owner-occupied single-family dwelling units and homeowner mobility. Weights are periodically revised to reflect shifts in regional demand. The most recent revision occurred in 1982 to reflect changes reported in the 1980 Census of Housing. Weights assigned each region are:

Northeast	.14	South	.35
Midwest	.28	West	.23

Sales Volume 6. Estimated total sales volume of single-family homes and condominiums and cooperatives for each region is computed by using a constant factor to blow up the reported sales of participating multiple listing systems. Regional factors were developed by analyzing the relationship between reported Board sales and measures of total market activity derived from special computer runs from the Annual Housing Survey tapes and from the 1980 Census of Housing.

7. Regional sales are then aggregated to yield national sales volume. Because of the method of computation, regional figures will not always total to the U.S. statistic. Such differences are due entirely to rounding.

8. Quarterly estimates for total existing home sales by state are developed subsequent to the national and regional single-family and apartment condominium-condo statistics. A constant "blow-up" factor is used. These factors were developed by comparing sales reported by participating Boards to market activity benchmarks from the 1980 Census of Housing. State estimates are then adjusted to conform with regional totals.

9. In the main, a transaction is reported when the sales contract is signed, but a number of Boards report "closings." To the extent "closings" are contained in this series, they introduce a "distributive lag" effect which tends to smooth out month-to-month fluctuations in reported volume.

Sales Price

10. Median and average (mean) sales prices are computed for the U.S. and each region of the country and median sales prices are computed for selected metropolitan areas. Because of the nature of the distribution of home sales prices, the average (mean) sales price is higher than the median price.

11. Movements in sales prices should not be interpreted as measuring changes in the cost of a standard home. Prices are influenced by changes in cost and changes in the characteristics and size of homes actually sold.

12. There is a modest degree of seasonal variation in reported selling prices. Sales prices tend to reach a seasonal peak in July, and then decline moderately over the next three months before experiencing a seasonal upturn. However, sales prices are not seasonally adjusted.

Seasonal Adjustment

13. Volume statistics are seasonally adjusted using the X-11 Variant of the Census Method II Seasonal Adjustment Program of the Bureau of the Census. The procedure includes adjusting for trading-day variation—the number of Mondays, Tuesdays, etc., in a particular month. This type of fluctuation in the data was found to be significant.

14. Sales in each region are first seasonally adjusted and then aggregated to yield the U.S. statistic.

15. Seasonal indices are based on monthly single-family home sales activity dating from July 1966. Seasonal patterns for apartment condominium-cooperative sales and state home sales are based on quarterly data beginning in 1975. New seasonal adjusters are constructed at the conclusion of each year. Data for the three preceding years are revised using these new seasonal factors.

Annual subscription price for 12 monthly issues is \$36 to members of the NATIONAL ASSOCIATION OF REALTORS® and \$48 to nonmembers.

Questions concerning this report should be directed to the NATIONAL ASSOCIATION OF REALTORS®, Economics and Research Division, 777 14th Street, N.W., Washington, D.C. 20005 (202) 383-1063.

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existing home sales

Existing Single-Family Home Sales

Sales of existing single-family homes surged in August to a seasonally adjusted annual rate of 3,430,000 units. This 9.2 percent increase brings the home sales rate to its highest level since November 1979. The dramatic increase in activity can be attributed to the continued decline of mortgage interest rates during the month which traditionally has the highest level of home resales.

All four regions shared in the increase. In August the resale market in the West rebounded from its sluggish performance earlier in the year with a 20.4 percent surge to an annual rate of 590,000 units. The record-setting home sales pace continued in the Northeast with a 13.3 percent increase to 680,000 units. The South produced an 8.9 percent increase to a sales rate of 1,220,000 units while the Midwest managed a 2.2 percent advance to a 940,000 unit rate.

The strong unit sales performance pushed the dollar volume of existing homes sold to a record \$319.4 billion annual rate, 31.4 percent higher than a year ago. Dollar volume in August in the Northeast stood 46.1 percent above a year ago, recording a \$75.4 billion pace. In the Midwest there was a 38.5 percent jump to a \$63.0 billion pace and in the South a 35.2 percent gain to \$115.9 billion. The 13.3 percent year-to-year gain in the West to \$69.0 billion is small by comparison, even though it represents a strong advance.

Homes Available for Resale

August saw a continued decline in homes available for resale, with the for sale inventory dropping by 210,000 units. The 2,560,000 resale units on the market at the end of August are a slightly larger inventory than a year ago, but because the sales rate this year was significantly higher, the months' supply is only 8.9 months, the shortest supply since December 1983.

Home Sales Prices

The median sales price for an existing single-family home in August was \$77,100. This price is \$300 less than recorded in July but still 4.9 percent above the \$73,500 median price from last August. Even in previous strong markets, August has shown mixed price performance. The July-to-August price decline is primarily due to a mix of homes sold which included a larger proportion of smaller units.

August continued the pattern of widely divergent price patterns among the regions. The Northeast continues to lead the nation in housing price increases, posting a 12.3 percent annual jump to a \$91,300 median price in August. In the South the median home sales price increased 7.6 percent to \$77,800. The median price resale home in the Midwest was \$59,800, 5.5 percent above last August. By contrast the median home sales pace in the West declined 0.1 percent over the year to \$96,500.

Housing Affordability

Lower housing prices and mortgage interest rates combined with increasing family incomes to push the Housing Affordability Index to 94.8, its highest level since April 1979. This means that a family earning the median income of \$27,438 in August had 94.8 percent of the income required to qualify for the purchase of a median price home. The median income family could afford a home priced at \$73,100 or less (a new record affordable home price). This price level included 152,000 homes sold in the month of August alone.

Apartment Condominium and Cooperative Resales

Market activity for resale condominium and cooperative units continued to improve in the second quarter of the year. At seasonally adjusted annual rates there were 257,000 units sold, an increase of 11.3 percent from the first quarter, and 8.0 percent above the second quarter of last year. The improved sales pace was especially noticeable in the Northeast, where condo/co-op resales jumped 27.2 percent to 126,000 units. In the South the pace of activity increased 7.0 percent to a 61,000 unit pace. By contrast Condo/Co-op resale activity remained steady in the Midwest, recording a 46,000 unit annual rate, while in the West, resale apartment units declined 20 percent to a 24,000 pace.

The total resale market (single-family and apartment Condo/Co-ops) increased 3.4 percent from the first to second quarters recording a 3.31 million unit rate nationally. Total housing resales jumped 6.1 percent in the Northeast to 700,000 units, increased 4.8 percent in the Midwest to 870,000 units, and advanced 3.8 percent in the South to 1,170,000 units.

State Resales

While the nationwide resale housing market was stronger in the second quarter than a year ago, the situation in the individual states was surprisingly mixed. Sales in eleven states and the District of Columbia were at least ten percent higher than a year earlier. By contrast, sales declined at least ten percent from year ago levels in seven states.

The five states with the largest volume of home resales were California (395,700), Texas (198,200), Pennsylvania (198,100), New York (174,500) and Michigan (164,400). Taken together these five states accounted for slightly more than one-third of the resale housing transactions nationwide in the second quarter.

Down 10% or More	Down 0.1 - 10%	Up 0.1 - 9.9%		Up 10% or More
Idaho	California	Alabama	Mississippi	Arizona
Kansas	Colorado	Alaska	Missouri	Connecticut
Montana	Florida	Arkansas	Nevada	Delaware
North Dakota	Georgia	Hawaii	North Carolina	Dist. of Columbia
Oklahoma	Iowa	Illinois	Ohio	Michigan
Texas	Kentucky	Indiana	Oregon	New Jersey
Washington	Louisiana	Maine	South Carolina	New York
	Nebraska	Maryland	Utah	Pennsylvania
	New Hampshire	Massachusetts	Virginia	Rhode Island
	New Mexico	Minnesota	West Virginia	South Dakota
	Vermont			Tennessee
	Wyoming			Wisconsin

Metropolitan Area Home Prices

Home prices trends in metropolitan areas continue to clearly point out the localized nature of residential real estate markets. During the April-June quarter the median priced existing single-family home sold ranged from a high of \$135,200 in the Orange County, California metropolitan area (Anaheim/Santa Ana MSA) to a low of \$47,000 in greater Buffalo/Niagara Falls. There were a total of seven metropolitan areas with reported median home resale prices in excess of \$100,000 and eight with median prices less than \$60,000.

Price changes over the last year also varied dramatically from area to area. The median home resale price has actually declined slightly in eight metropolitan areas: greater Birmingham, the Houston area, greater Indianapolis, the Los Angeles areas, metropolitan Memphis, greater Phoenix, metropolitan Portland, and the San Antonio area. By contrast, the median price increased by at least 10 percent in six metropolitan areas, predominantly in the Northeast: Albany/Schenectady/Troy, metropolitan Atlanta, greater Boston, the Hartford area, New York/Northern New Jersey/Long Island, and metropolitan Syracuse.

Down	Up 0.1 - 4.9%		Up 5.0 - 9.9%	Up 10% or More
Birmingham	Akron	Minneapolis/	Baltimore	Albany/
Houston	Orange County	St. Paul	Cleveland	Schenectady/
Indianapolis	(CA)	Nashville	Jacksonville	Troy
Los Angeles Area	Buffalo/Niagara	Oklahoma City	Kansas City	Atlanta
Memphis	Falls	Orlando	Miami/Hialeah	Boston
Phoenix	Chicago	Salt Lake City/	Philadelphia	Hartford
Portland	Cincinnati	Ogden	Providence	New York/
San Antonio	Columbus	San Francisco Bay	Rochester	Northern New
	Dallas/Ft. Worth	Area	St. Louis	Jersey/Long
	Denver	Santa Clara	San Diego	Island
	Detroit	County (San		Syracuse
	Ft. Lauderdale/	Jose MSA)		
	Hollywood/	Tampa/St.		
	Pompano Beach	Petersburg/		
	Louisville	Clearwater		
	Milwaukee	Tulsa		
		Washington, D.C.		

UNITED STATES SUMMARY

		Existing Single-Family Home Sales (Seasonally Adjusted Annual Rates)	Number of Homes Available for Sale (End of Period)	Months Supply of Homes on the Market	Median Sales Price of Existing Single-Family Homes
	1978	3,986,000	n/a	*	\$48,700
	1979	3,827,000	n/a	*	55,700
	1980	2,973,000	n/a	*	62,200
	1981	2,419,000	n/a	*	66,400
	1982	1,990,000	1,910,000	*	67,800
	1983	2,719,000	1,980,000	*	70,300
	1984	2,868,000	2,230,000	*	72,400
1984	Aug	2,770,000	2,500,000	10.8	\$73,700
	Sep	2,730,000	2,520,000	11.1	71,900
	Oct	2,740,000	2,550,000	11.2	71,900
	Nov	2,830,000	2,420,000	10.3	71,900
	Dec	2,870,000	2,260,000	9.4	72,100
1985	Jan	3,000,000	2,510,000	10.0	\$73,800
	Feb	2,880,000	2,520,000	10.5	73,500
	Mar	3,030,000	2,800,000	11.1	74,200
	Apr	3,040,000	2,780,000	10.9	74,500
	May	3,040,000	2,720,000	10.8	75,000
	Jun	3,060,000	2,910,000	11.4	76,200
	Jul ^F	3,140,000	2,770,000	10.6	77,400
	Aug ^P	3,430,000	2,560,000	8.9	77,100

r Revised n/a not available
p Preliminary * not applicable